



Investor Relation Presentation

November 2015

- **Business Model**

- Selected Applications & Operational Highlights
- Financial Review & Analysis
- Growth Strategy & Group Strengths

EXCEET AT A GLANCE

exceet is an international technology group specialized in development and production of intelligent, complex and secure electronics

exceet is focussed on the Health, Industry and Security markets

exceet offers solutions for applications in Mobile Security, Mobile Transactions, Body Wearable Electronics and the Internet of Things (IoT)

(in EUR million)	FY 2013	FY 2014	9M 2014	9M 2015
Net Sales	190.8	185.3	140.1	132.7
EBITDA	18.3	19.0	15.1	8.2
EBITDA Margin	9.6%	10.3%	10.8%	6.2%
CAPEX ¹⁾	11.3	5.5	3.2	4.4
Free Cash Flow	6.9	6.6	1.9	(2.6)
Net Financial Debt	7.0	9.4	11.1	14.5
FTEs ²⁾	954	969	972	1'014

1) Net CAPEX including equipment purchased under finance lease agreements

2) Full Time Equivalent

Design

Development

Engineering

Production

Solutions

Service

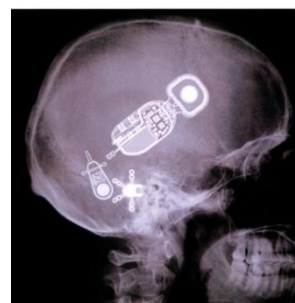
Miniaturization



High Precision



High Quality

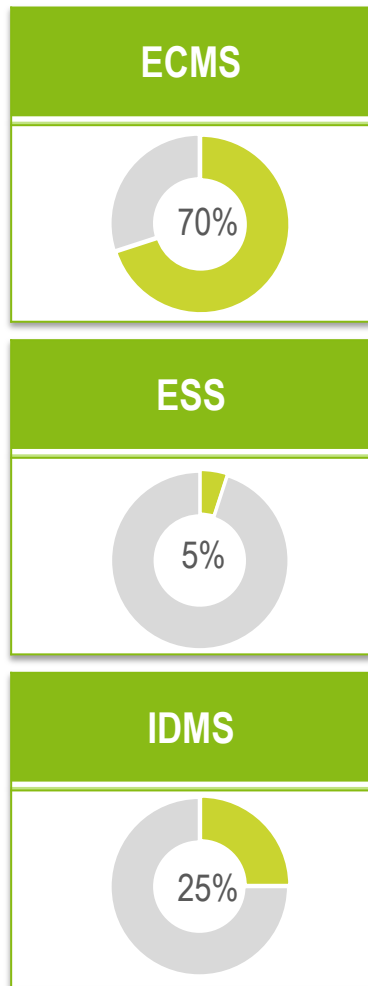


Reliable Security

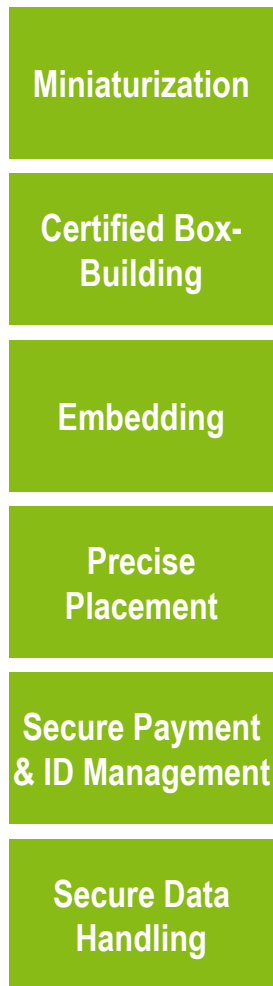


OUR SEGMENTS

Reporting Segments*



Competences



End Markets*



Applications

- Hearing Aids*
- Diagnostic Devices*
- Wearables*
- Implants*
- Telematic Infrastructure & Applications*
- Electronic Health Cards*
- Machine Control Units*
- Intelligent Displays*
- Multi Channel Optic Transceiver*
- Secure Access Solutions*
- Banking Cards*
- Loyalty Cards*
- Public Transport Tickets*
- Lift Passes*
- Decoder Cards*
- Key Mgt Solutions*
- ID Cards & Solution*
- Electronic Health Cards*

*share of twelve month group sales (rolling)

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Strategic focus

- Focus on miniaturized electronics for sophisticated applications in life supporting systems, diagnostic and ambient assisted living
- Focus on highly complex and miniaturized PCBs for implantable or body wearable applications

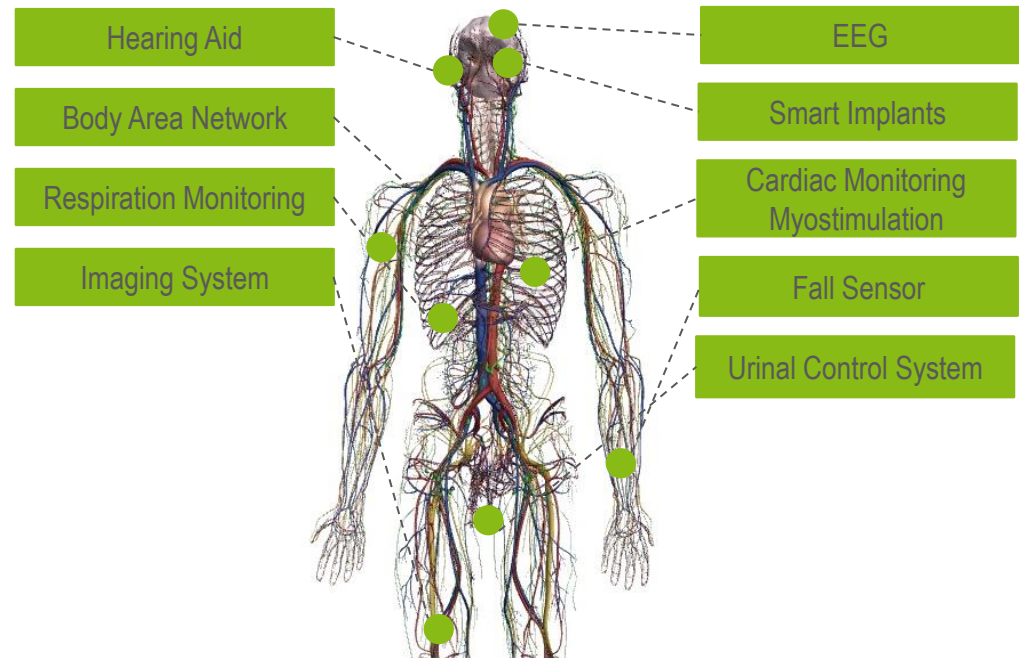
Focus markets

Life supporting systems

Diagnostic

Ambient assisted living

Electronics in sophisticated applications



Miniaturized turnkey electronics for the medical technology market



Device developed and manufactured by exceet

Mobile monitoring APP

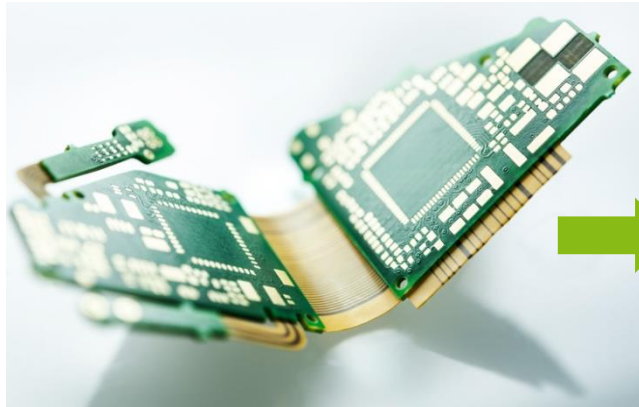
Secure cloud storage

Highlights

- exceet will develop and manufacture new body monitor including a charging station
- Conduct all quality assurance tests required for certification and deliver the devices in ready-to-ship packaging

Advantages for customers / users

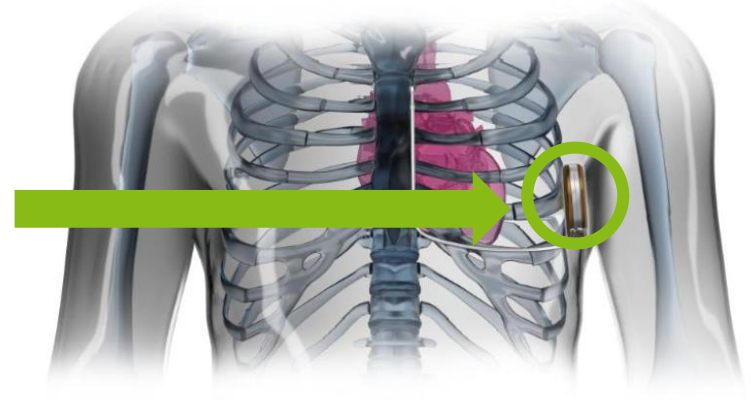
- New product aims to assist patients under medical treatment by continuously transmitting vital sign data
- Continuous monitoring of heart rate, blood oxygenation, body temperature and other important vital parameters



4-Layer Ridgit-Flex Board by exceet



Newest generation of Implantable Cardioverter Defibrillator

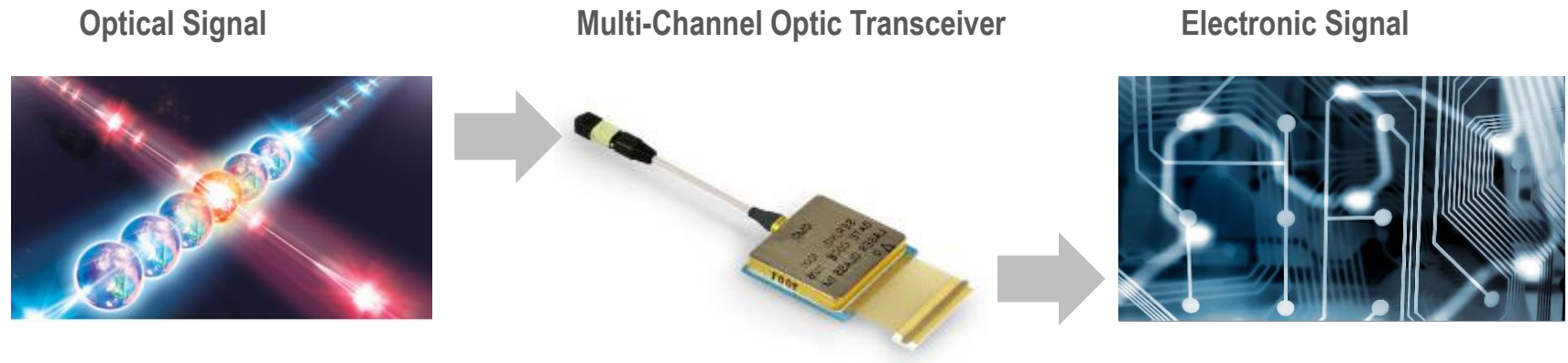


Description

- exceet provides the PCB for a subcutaneous Implantable Cardioverter Defibrillator
- Expected lifetime: 11+ years
- Size of the device: (29.5 cm³) and thin (9.9 mm)

Advantages for customers / users

- Remote patient management with weight scale, blood pressure sensors and respiratory rate trend
- Simplifies usage through ECG technology for at home monitoring of cardiac rhythms



Description

- Optical signals are converted to electrical information via integrated detectors and further processed by suitable trans-impedance amplifiers (TIA)
- Flex soldering, precision $\pm 30\mu\text{m}$
- Placement accuracy of photodiode $\pm 1\mu\text{m}$
- Dicaps & Chip resistors accuracy of $\pm 20\mu\text{m}$

Advantages for customers / users

- Reduction of cost and space in the field of data-communication
- Faster data communication
- Higher volumes of data can be transmitted



Description

- Control unit & display for ventilating system for controlled ventilation of energy efficient house building
 - Control unit incl. remote control system
 - Modern & user-friendly display
 - Easy to use web interface for remote access

Advantages for customers / users

- Ventilation in rented apartments can be centrally controlled by the caretaker or owner
 - Prevention of mould formation
 - Ventilation in case of vacancy
- Remote access for service & support
 - Cost reduction
 - Accelerated service

CARDS FOR ANY KIND OF INDUSTRY

Loyalty Cards

for retail, banking, tourism

- Innovative loyalty, cash-back & coupon solutions for various partners
- Loyalty card production
 - high flexibility; short lead times
 - eco-friendly solar production
 - high printing quality and packaging facilities
- Related services (e.g. programming of interfaces to clearing platforms)



ID- & Access Cards

for public authorities & transportation

- High security cards for government applications
 - supplier to public authorities around the world
- Access cards for public transport and urban mobility
 - secure smart card technology and payment solutions
 - card production, personalization, lettershop



EC- & Credit Cards

for banking

- Smart cards fulfilling strongest security requirements
- VISA / MasterCard certified
- Card production incl. all related services (e.g. personalization, lettershop, etc.)



exceet Card Group
more than 500 Mio. cards / year – cross industry solutions & related services

Market Requirements

exceet Offers

Access-, Personalization- & Payment Solutions

Consulting**Hardware****Software****Services**

- secure authentication & identification
- data integrity & confidentiality
- encryption (secure key management)
- mobile payment

- PKI solutions (Public-Key-Infrastructures)
- HSMS (Hardware-Security-Modules) – implementation & applications
- Plastic cards
 - smart cards, magnetic stripe, RFID, NFC, barcode
 - personalization, letter shop, packaging
 - Trusted Service Management

Certifications

Consulting**Hardware****Software****Services**

- industry specific product certifications
- business process related certifications (compliance)
- certified exceet production processes

- PLM (Product Lifecycle Management)
- industry specific approval processes & certifications, e.g. FDA compliance
- ISO 27001 & ISO 8001 consulting
- numerous exceet certifications, e.g. ISO 9001, ISO 13485, ISO 80079-34, AS EN 9100, ISO 14001, VISA / MasterCard, Trust Center

Governance, Risk & Compliance (GRC)

Consulting**Hardware****Software****Services**

- data security
- data protection
- risk management

- preparation of external data protection audits
- implementation of ISMS (Information Security Management Systems)
- risk analysis

Ready for secure industrial Internet of Things (IoT)

- Business Model
- Selected Applications & Operational Highlights
- **Financial Review & Analysis**
- Growth Strategy & Group Strengths

FINANCIAL HIGHLIGHTS

Net Sales

- Revenues are down 5.3% to EUR 132.7 million
- Organic decline: 11.9%
- FX Impact: 4.3%

Free Cash Flow

- Free Cash Flow EUR (2.6) million (9M 2014: EUR 1.9 million) driven by:
- Operational Cash Flow EUR 1.8 million (9M 2014: EUR 5.2 million)
- Capex of EUR 4.4 million
- Working Capital Movement of EUR (1.5) million (9M 2014: EUR (4.3) million)

EBITDA

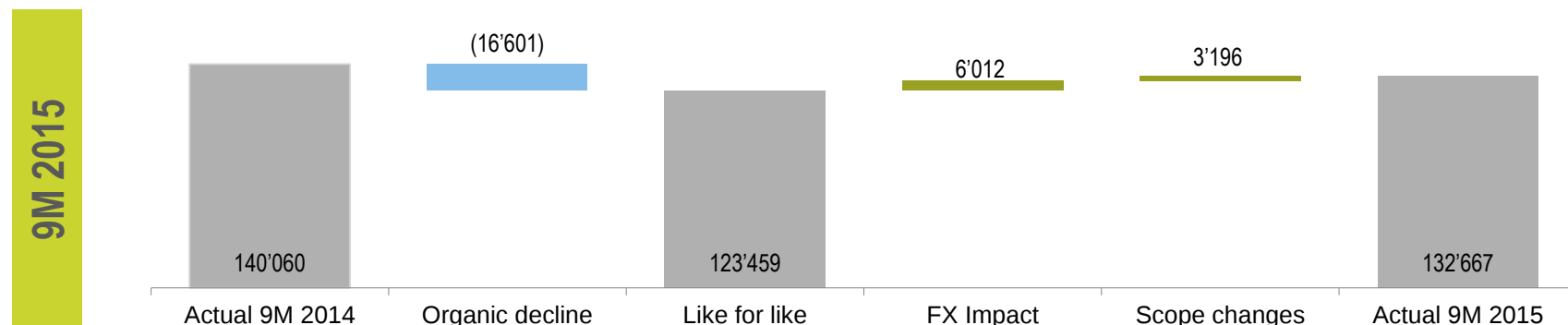
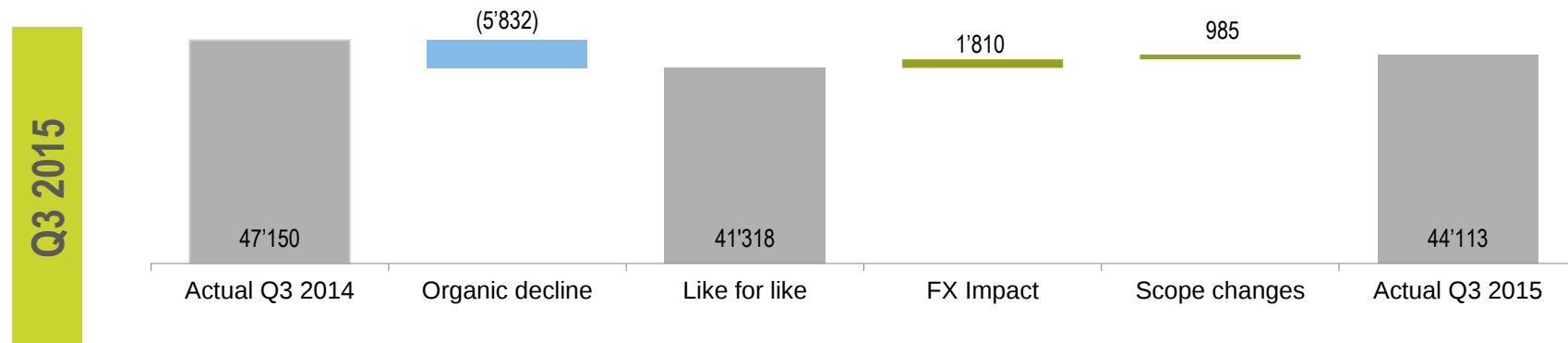
- 9M 2015 EBITDA down 45.8% to EUR 8.2 million
- 6.2% EBITDA Margin (9M 2014: 10.8%)
- No material non-recurring items in both periods

Net Debt

- Net Debt of EUR 14.5 million (31.12.2014: EUR 9.4 million)
- Cash position of EUR 27.7 million (31.12.2014: EUR 31.0 million)

NET SALES

(in EUR 1'000)



FX rate EUR/CHF: Actual 9M 2015: 1.0621 / Actual 9M 2014: 1.2180

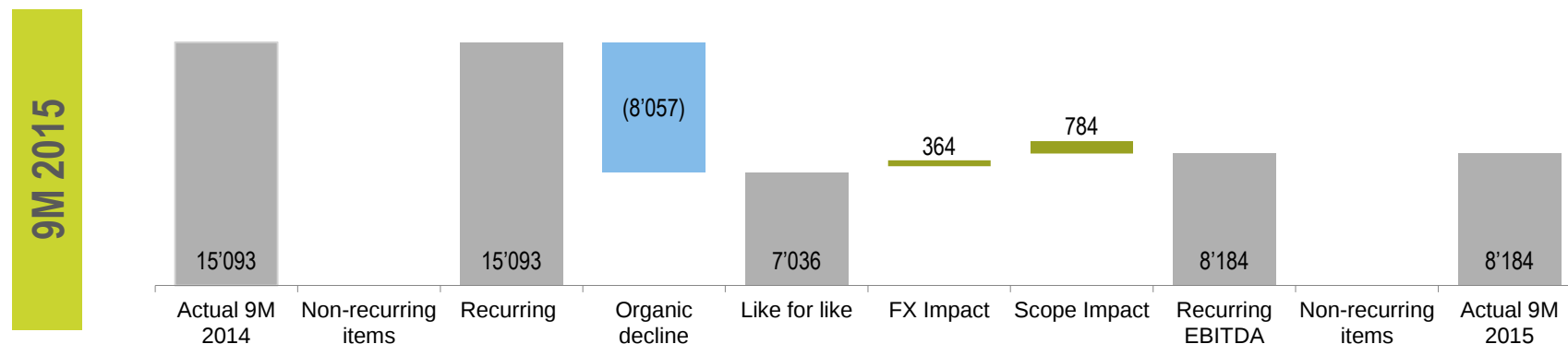
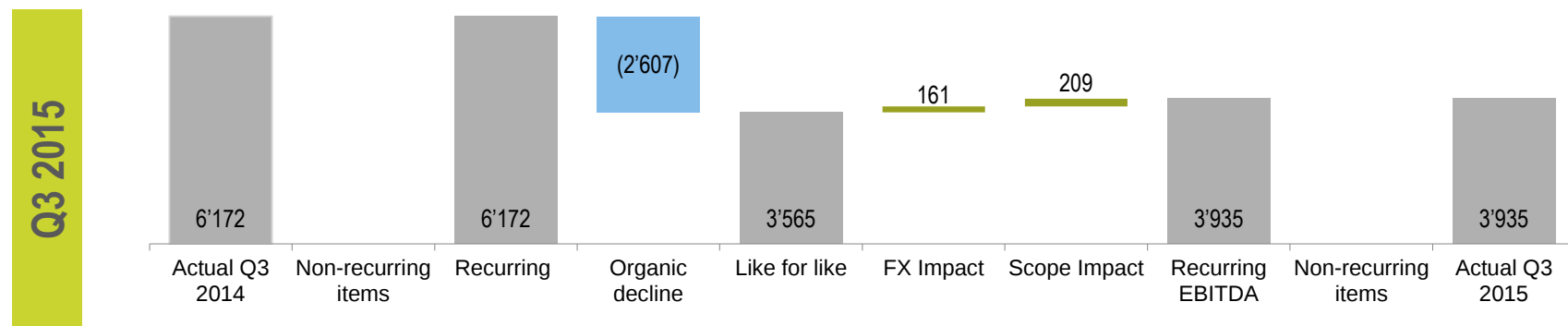
FX rate EUR/USD: Actual 9M 2015: 1.1141 / Actual 9M 2014: 1.3549

FX rate EUR/CHF: Actual Q3 2015: 1.0719 / Actual Q3 2014: 1.2115

FX rate EUR/USD: Actual Q3 2015: 1.1115 / Actual Q3 2014: 1.3255

EBITDA

(in EUR 1'000)



FX rate EUR/CHF: Actual 9M 2015: 1.0621 / Actual 9M 2014: 1.2180

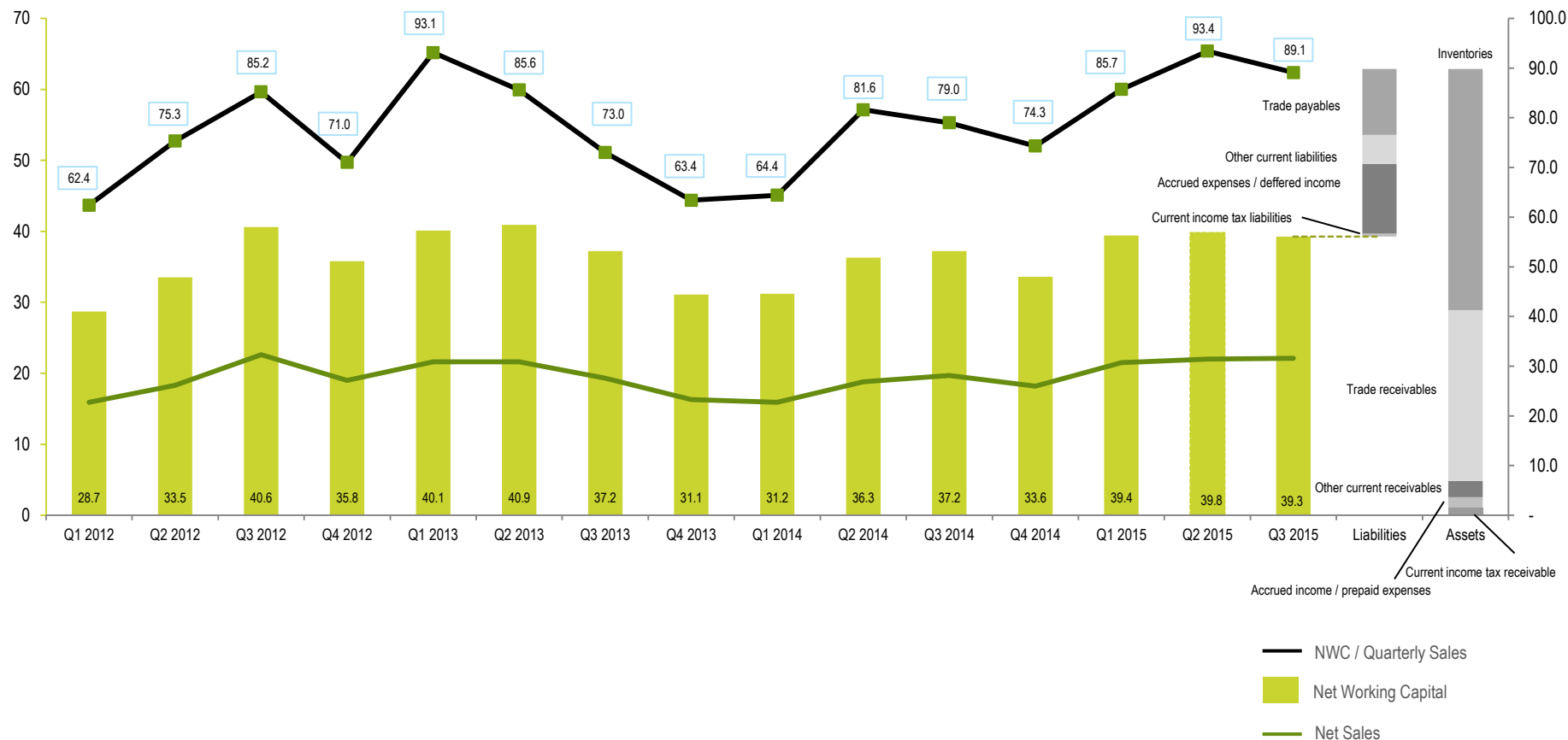
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FX rate EUR/CHF: Actual Q3 2015: 1.0719 / Actual Q3 2014: 1.2115

FX rate EUR/USD: Actual Q3 2015: 1.1115 / Actual Q3 2014: 1.3255

NET WORKING CAPITAL

(in EUR million)

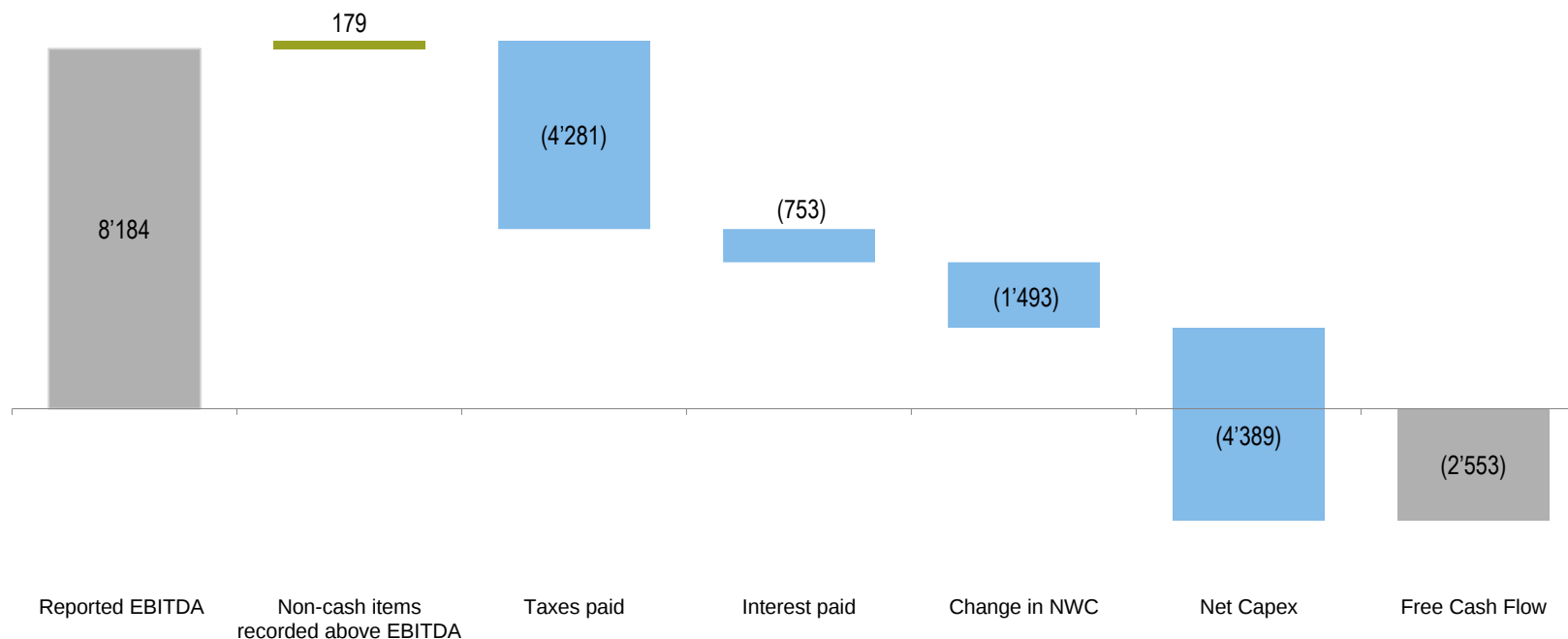


■ Net Working Capital of 89.1% of sales in Q3 2015, up from 79.0% in Q3 2014

■ In comparison to 31 December 2014 substantial impact out of stronger CHF: EUR 1.7 million (Q3 2015: EUR minus 1.0 million)

FROM EBITDA TO FREE CASH FLOW

(in EUR 1'000)

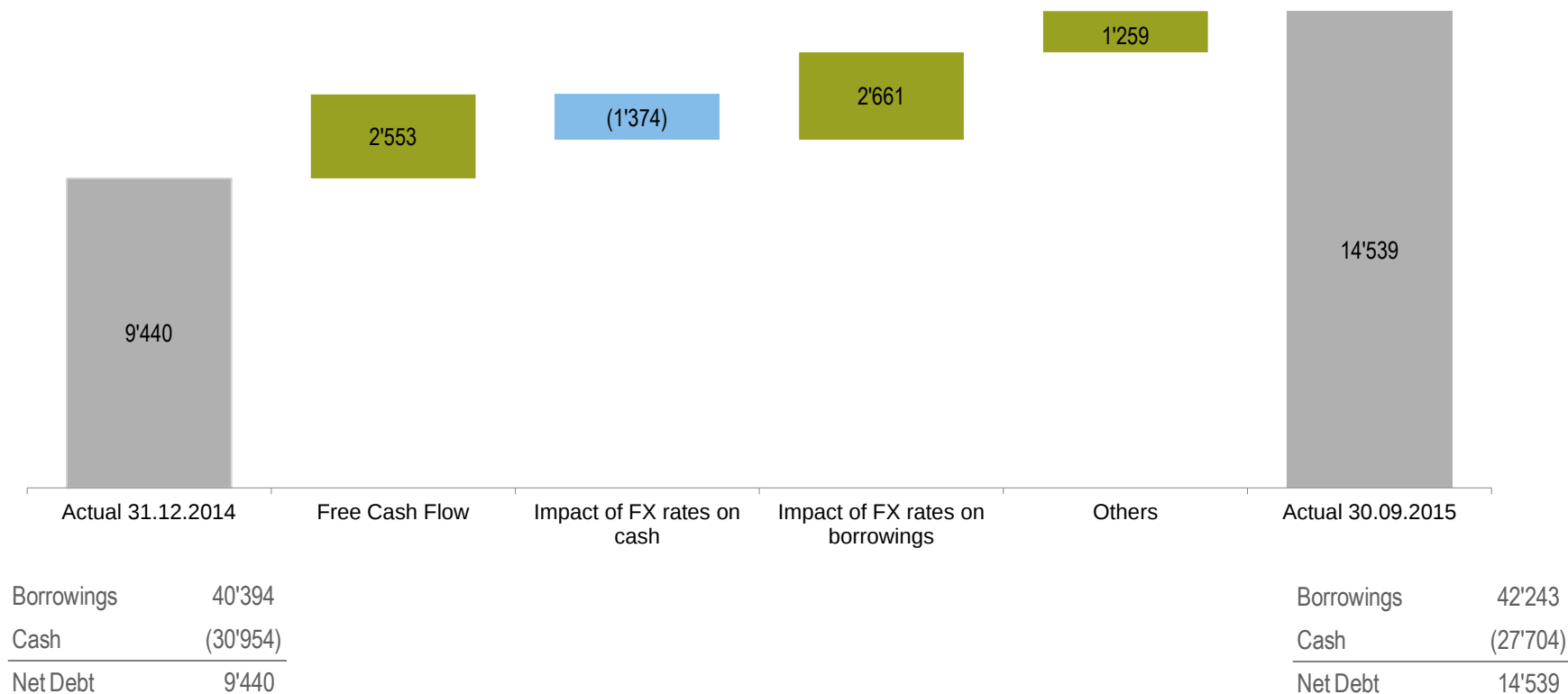


- Free Cash Flow in 9M 2015 EUR (2.6) million versus EUR 1.9 million in 9M 2014
- Main Free Cash Flow Drivers are:
 - Lower EBITDA Performance in 9M 2015 of EUR 8.2 million versus EUR 15.1 million in 9M 2014
 - Increase of Net Capital Expenditure¹⁾ (from EUR 3.2 million in 9M 2014 to EUR 4.4 million in 9M 2015)
 - Decreased outflows from Net Working Capital movements EUR 4.3 million in 9M 2014 versus EUR 1.5 million in 9M 2015
 - Higher tax payments in 9M 2015 of EUR 4.3 million versus EUR 3.9 million in 9M 2014

1) Capital expenditure includes equipment purchased under finance lease agreements and capitalized costs

NET DEBT

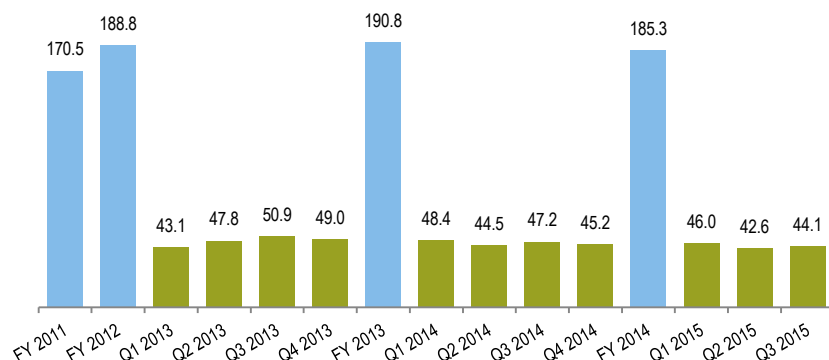
(in EUR 1'000)



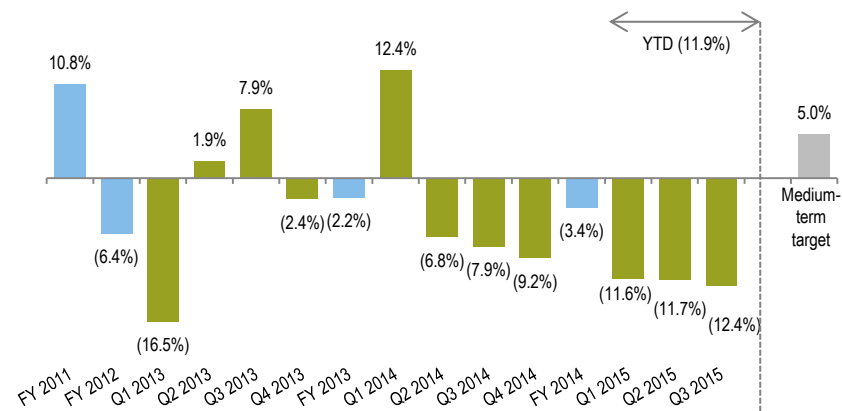
- Net Debt increase in 9M 2015 by EUR 5.1 million
- Others including EUR 1.1 million refundable payment for financial leases

ACTUALS & MEDIUM-TERM TARGETS

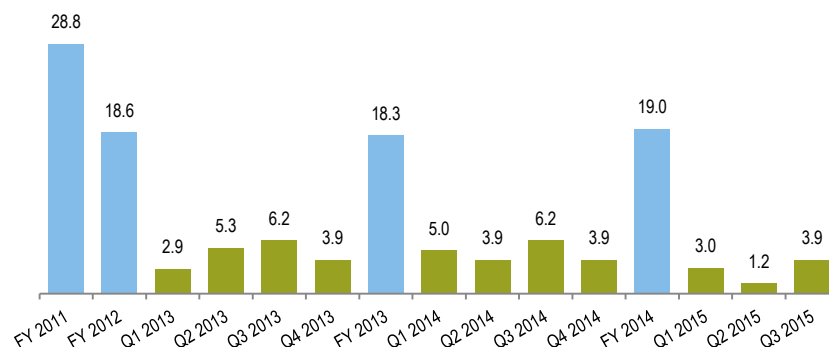
Net Sales (EUR million)



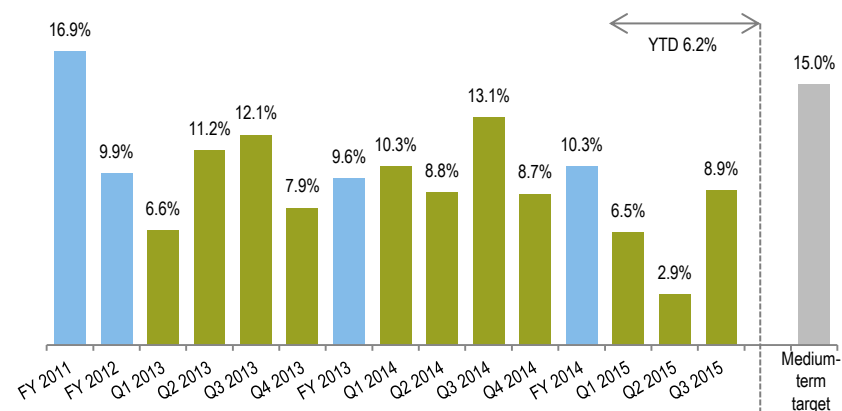
Organic Growth Rate (%)



Recurring EBITDA (EUR million)¹⁾



Recurring EBITDA Margin (%)¹⁾



1) FY 2012 number reflect IAS 19 restatement

- Business Model
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- **Growth Strategy & Group Strengths**

- Exploit fragmented market structure
- Enhance value chain coverage

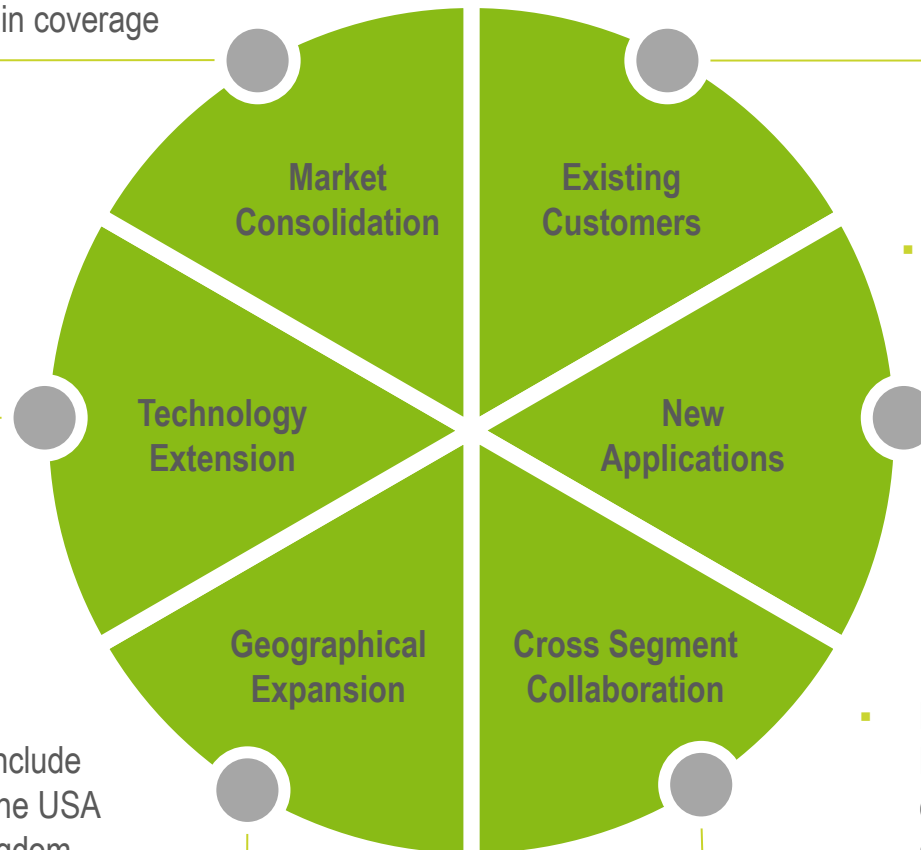
- Leverage customer relationships

- Expansion of technological capabilities
e.g. Ultra HDI

- Extend customer base through new healthcare applications
e.g. medical implants

- Identified regions include
e.g. Scandinavia, the USA and the United Kingdom

- Leverage ECMS and IDMS know-how to further grow ESS division, e.g. via industrial IoT solutions
- Streamline existing ESS portfolio



GROUP STRENGTHS

Miniaturization

Strong skills in development & manufacturing of miniaturized electronic components, modules & systems

Health

Specialist with many years of experience in development and manufacturing of complete medical devices and experienced Partner for FDA approvals & certifications

Box-building

Full service outsourcing partner for the development and manufacturing of complete devices

Embedding

Development, engineering and manufacturing of complex embedded PC-solutions

Opto-electronics

Leading development, manufacturing and testing partner in one of the fastest growing technology markets

Secure Solutions

exceet provides a common key infrastructure to secure networks of machines, objects, people and processes

Manufacturing in Europe

Secure assembly & production: flexible production suited for short-runs and low/high volumes as well as the highest safety requirements

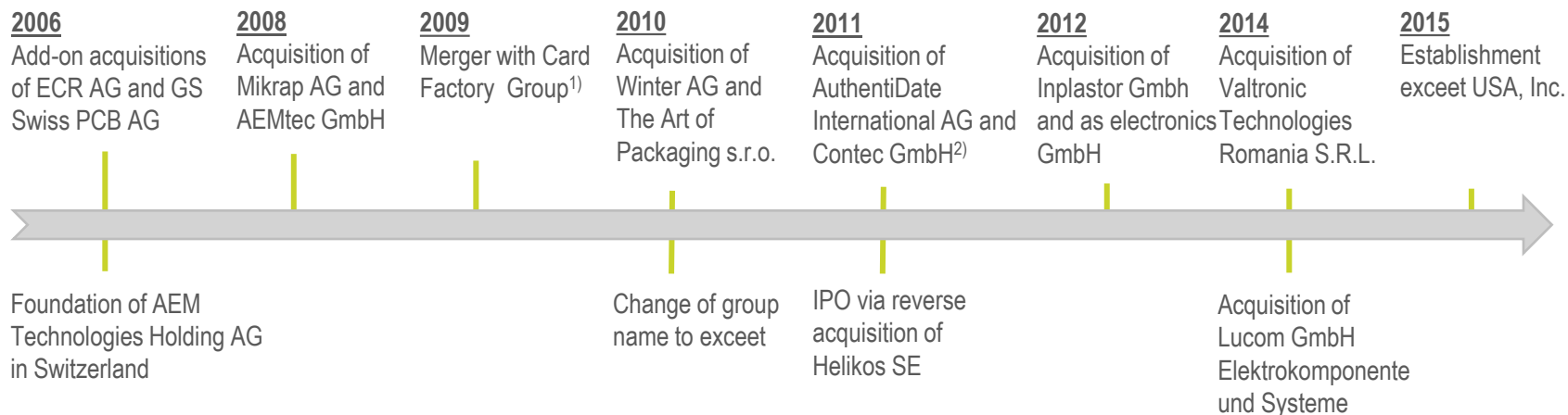


exceed is exciting

Annex

HISTORY OF EXCEET

exceet's history



Foundation dates



1) Including NovaCard GmbH, idVation GmbH, PPC Card Systems GmbH/B.V., VisionCard GmbH

2) Closing occurred in April/May 2011

3) Infineon spin-off

Since January 2013 rebranding exceet Card Austria GmbH (former VisionCard); exceet Card AG (former Winter); exceet CZ s.r.o. (former the Art of Packaging); exceet Card Nederland B.V. (former PPC B.V. NL); exceet Card Group AG (former CardFactory); exceet Secure Solutions AG (former AuthentiDate International AG); Merger of PPC and NovaCard into exceet Card AG

TOP CUSTOMERS

Top 10 Customer = 39% of total Sales

Customer	Revenue in EUR million
Health	17.9
Industry	14.0
Health	7.9
Health	7.4
Security	6.7
Health	4.0
Health	3.8
Security	3.7
Industry	3.4
Security	3.1
Total	71.9

Selected References

BERTELSMANN	TRANS LINK
BARCLAYCARD	PHILIPS
CERN	PHONAK
COCHLEAR	POSTBANK
DELPHI	RED BULL
DINERS CLUB	RITTAL
DORNIER	ROCHE DIAGNOSTICS
DOUGLAS	SANDOZ
DSV GRUPPE	SANTANDER BANK
FERAG	SCHAEFFLER
FRANCE TELECOM	SIEMENS
GANTNER	SKIDATA
GE	SKY
GN RESOUND	SONY
LBBW	SWAROVSKI
LONDON TRANSPORT	T SYSTEMS
LUFTHANSA	TEXACO
MEGITT	

Status: December 2014

PRODUCTION & ENGINEERING SITES

ECMS



Berlin, D
Design, development, industrialization and series production for high-end complex electronic and electrooptical systems ①



Großbettlingen near Stuttgart, D
Design, Development & engineering of intelligent control and automation Systems ②



Rotkreuz, CH
Development and Manufacturing of modular platforms of industrial embedded computers ③



Rotkreuz, CH
Development and Production of medical equipment units, such as blood analysis devices ③



Küssnacht, CH
Development & Manufacturing of miniaturized printed circuit boards for the medtec industry e.g. hearing aid Implants ④



Ebbs / Tirol, A
Development, qualification and series production of medical devices ⑤



Bucharest, RO
Engineering services (electronic, mechanical, software and optical development) for the Health market ⑥

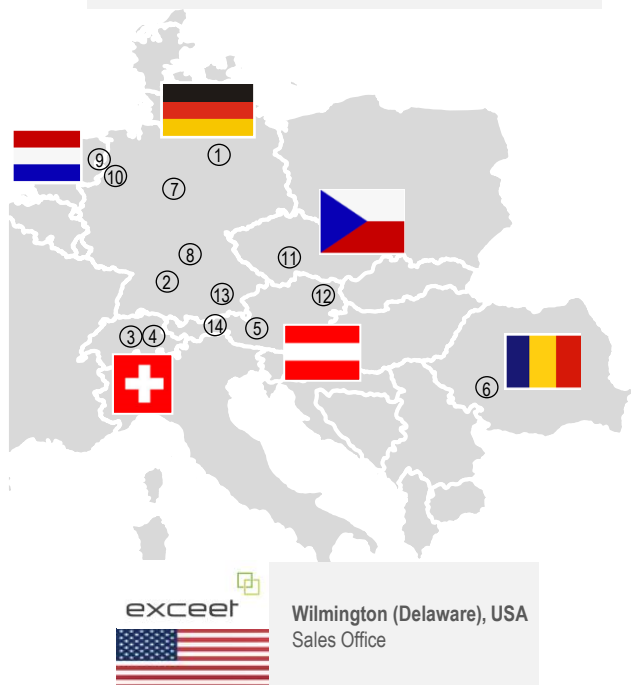
ESS



Düsseldorf, D
Software, Services (Cloud Services) and Consulting for Secure Business Processes ⑦



Zirndorf, D
Mobile communication & M2M Remoteservice, Automation and security technology ⑧



IDMS



Groningen, NL
Development & Production of debit & credit cards ⑨



Paderborn, D
Development & Production of debit & credit cards ⑩



Prachatic, CZ
Competence Center for prelinates used for RFID card Components for loyalty and leisure ⑪



Wien, A
Development and Production of card-based loyalty and ID security solutions ⑫

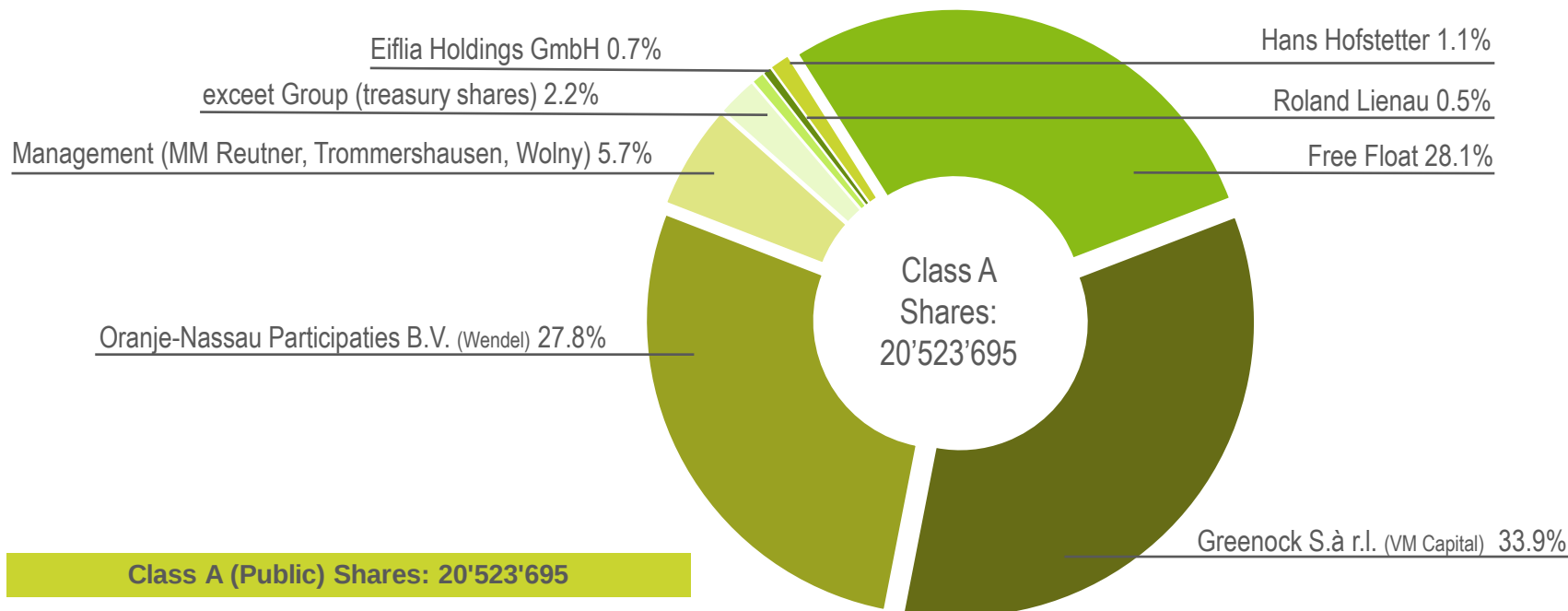


Unterschleißheim / München, D
Development and manufacturing of systems solutions in the areas of IT security, payment systems and Near Field Communication (NFC) ⑬



Kematen / Tirol, A
Leading European producer of RFID and plastic cards ⑭

OWNERSHIP – CLASS A SHARES¹⁾



Class A (Public) Shares: 20'523'695

Greenock S.à r.l. (Vorndran Mannheims Capital)	33.9%
Oranje-Nassau Participaties B.V. (Wendel)	27.8%
Management (MM Reutner, Trommershausen, Wolny)	5.7%
exceet Group (treasury shares)	2.2%
Hans Hofstetter	1.1%
Eiflia Holdings GmbH	0.7%
Roland Lienau	0.5%

Total major shareholders	71.9%
Free Float	28.1%

1) Status 31 October 2015

OWNERSHIP - CLASS B AND C SHARES

Class B (Founding) Shares ¹⁾	
5.21 million shares	
Oranje-Nassau Participaties B.V. (Wendel)	89.00%
Prof. Hermann Simon	5.50%
Roland Lienau	5.50%
Total B Shares (founding shareholders)	100.00%

Class C (Earn-Out) Shares ¹⁾	
9.0 million shares	
Greenock S.à r.l. (Vorndran Mannheims Capital)	87.30%
Ulrich Reutner	6.05%
Robert Wolny	6.05%
Jan Trommershausen	0.60%
Total C shares (earn-out shareholders)	100.00%

Summary of issuable public shares						
(share strike price & number of shares)	<u>Actual</u>	<u>EUR 12</u>	<u>EUR 13</u>	<u>EUR 14</u>	<u>EUR 15</u>	<u>EUR 16</u>
Class A (Public) Shares²⁾	20'523'695					
Class B (Founding) Shares						
Class B2: converts at EUR 14				2'105'263		
Class B3: converts at EUR 16						2'105'263
Class B4: converts at EUR 12		1'000'000				
Class C (Earn-Out) Shares						
Class C1: converts at EUR 12		3'000'000				
Class C2: converts at EUR 13			3'000'000			
Class C3: converts at EUR 15					3'000'000	
Total public shares	20'523'695					
Total potential public shares		24'523'695	27'523'695	29'628'958	32'628'958	34'734'221

1) Status 31 October 2015

2) including treasury shares



In Dialogue ...

Ulrich Reutner
Chief Executive Officer

Wolf-Günter Freese
Chief Financial Officer

Robert Wolny
Chief Operating Officer IDMS

Jan Trommershausen
Chief Operating Officer ECMS

CONSOLIDATED FINANCIALS

January – September 2014 & 2015

Income Statement		
(in EUR 1'000)	Jan. - Sep. 2015	Jan. - Sep. 2014
Revenue	132'667	140'060
Cost of sales	(113'017)	(114'068)
Gross profit	19'650	25'992
% margin	14.8%	18.6%
Distribution costs	(10'315)	(9'943)
Administrative expenses	(10'060)	(9'580)
Other operating income	1'019	1'144
EBIT	294	7'613
% margin	0.2%	5.4%
Net financial result	– (2'780)	(1'867)
Earnings before taxes / EBT	(2'486)	5'746
Income Tax	(49)	(2'226)
Net profit	(2'535)	3'520
% margin	(1.9%)	2.5%

Recurring EBITDA		
(in EUR 1'000)	Jan. - Sep. 2015	Jan. - Sep. 2014
Reported EBIT	294	7'613
+ Depreciation / Amortization & Impairment charges	5'701	5'341
+ PPA Amortization	2'189	2'139
+ Non recurring items	0	0
Recurring EBITDA	8'184	15'093
% recurring EBITDA margin	6.2%	10.8%

CONSOLIDATED FINANCIALS

31 December 2014 / 30 September 2015

Assets		
(in EUR 1'000)	30 September 2015	31 December 2014
Tangible assets	35'052	34'246
Intangible assets	61'458	61'063
Deferred tax assets	2'246	1'335
Other non current assets	212	213
Inventories	33'961	31'593
Trade receivables, net	24'075	21'091
Other current assets	3'375	2'189
Current income tax receivable	1'453	224
Cash and cash equivalents	27'704	30'954
Total assets	189'536	182'908

Shareholders' Equity & Liabilities		
(in EUR 1'000)	30 September 2015	31 December 2014
Total equity	102'049	101'016
Borrowings	37'692	35'670
Retirement benefit obligations	11'544	8'523
Deferred tax liabilities	6'186	6'745
Non current provisions & others	2'787	3'185
Trade payables	9'274	9'994
Other current liabilities	14'331	11'469
Current borrowings	4'551	4'724
Current provisions & others	1'122	1'582
Total liabilities	87'487	81'892
Total shareholders' equity & liabilities	189'536	182'908

CONSOLIDATED FINANCIALS

January – September 2014 & 2015

Cash Flow Statement		
(in EUR '000)	Jan. - Sep. 2015	Jan. - Sep. 2014
Earnings before taxes	(2'486)	5'746
Depreciation, amortization & impairment charges	7'890	7'480
Interest income / (expenses), net	758	792
Change in fair value in financial instruments	(409)	698
Change of provisions	8	(25)
Other non-cash items, net	2'602	(497)
Operating results before changes in net working capital	8'363	14'194
Changes in net working capital	(1'493)	(4'317)
Taxes paid	(4'281)	(3'929)
Interest paid	(753)	(773)
Cash Flow from operating activities	1'836	5'175
Acquisition of subsidiaries, net of cash acquired	0	(52)
CAPEX	(3'342)	(3'257)
Sale of assets	476	312
Cash Flow from investing activities	(2'866)	(2'997)
Repayments / proceeds of borrowings	(769)	(5'306)
Repayments / proceeds regarding finance lease	(2'825)	(1'913)
Cash Flow from financing activities	(3'594)	(7'219)
Net change in cash and cash equivalents	(4'624)	(5'041)
Cash and cash equivalents at the beginning of the period	30'954	31'170
Effect of exchange rate gains / (losses)	1'374	403
Cash and cash equivalents at the end of the period	27'704	26'532

CONSOLIDATED FINANCIALS

January – September 2014 & 2015

Segment Information

(in EUR 1'000)	ECMS		IDMS		ESS		Corporate & Others		Eliminations		Group Consolidation	
	Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.	
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Net Sales	95'385	99'226	30'458	34'962	6'904	6'095	236	218	(316)	(441)	132'667	140'060
EBITDA <i>In % of Net Sales</i>	11'351 11.9%	16'221 16.3%	1'381 4.5%	2'299 6.6%	(299) (4.3%)	(208) (3.4%)	(4'249)	(3'219)			8'184 6.2%	15'093 10.8%
EBIT <i>In % of Net Sales</i>	5'647 5.9%	10'971 11.1%	(265) (0.9%)	342 1.0%	(695) (10.1%)	(371) (6.1%)	(4'393)	(3'329)			294 0.2%	7'613 5.4%
CAPEX tangible assets	2'666	2'068	1'589	1'084	127	64	31	8			4'413	3'224
CAPEX intangible assets	152	173	10	93	275	53	15	1			452	320
Depreciation of tangible assets	(3'627)	(3'100)	(1'350)	(1'574)	(62)	(47)	(34)	(28)			(5'073)	(4'749)
Amortization of intangible assets	(2'077)	(2'150)	(296)	(383)	(334)	(116)	(110)	(82)			(2'817)	(2'731)

This presentation contains forward-looking statements based on beliefs of exceet Group SE management. Such statements reflect current views of exceet Group SE with respect to future events and results and are subject to risks and uncertainties. Actual results may vary materially from those projected here, due to factors including changes in general economic and business conditions, changes in currency exchange, the introduction of competing products, lack of market acceptance of new products, services or technologies and changes in business strategy.

exceet Group SE does not intend or assume any obligation to update these forward-looking statements.

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